

COMPUTER-IMPLEMENTED METHOD AND SYSTEM FOR SUPPORTING PRICE NEGOTIATIONS

Abstract of Disclosure

A method and computer system for generating detailed cost estimates and leveraging suppliers therewith during price negotiations. Computer software reaches input defining items to add to a cost estimate. Automatically, detailed burden information is provided for each item. Additionally, a supply chain including pictures is provided for each item by the item's constituent components and corresponding supplier tier. Detailed burden information is provided for each constituent component. Estimates are output in a format similar to supplier estimates/quotes to facilitate comparison during negotiation. A negotiation method is provided in which suppliers are leveraged with the detailed cost burden and value chain information during price negotiations with the computer software provided.

Figures